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U.S. Attitude Toward Exports to the European Soviet Bloc of Commodities Outside the Control Spectrum

#9

I. Present U.S. attitude toward "nonstrategic" exports

A. By the U.S.

1. NSC 152/3

2. Commerce Department licensing policy and procedures

3. Special provisions relating to agricultural exports

B. By other free world countries

1. Qualified acquiescence

2. Policy of avoidance of undue reliance and its application

II. Evaluation of effects of present attitude

A. Level of trade

B. International Trade Control Program

C. Posture in international organizations

D. Participation in trade fairs behind the Iron Curtain

III. Discussion of possible courses of action

A. Active promotion of "nonstrategic" exports

1. Technique of promotion

2. Legal impediments to promotion

3. Public and Congressional opinion

4. Advantages and disadvantages of active promotion

B. Less-qualified acquiescence - limited promotion

1. Anticipated problems

(a) Exports in quantity - e.g., "500 Chevrolets"

(b) Public rated "strategic" commodities - e.g., scrap iron

(c) Other considerations - e.g., agricultural exports

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2. Promotion only where desirable (limited promotion)

(a) Trade fairs

(b) Specific commodities

3. Advantages and disadvantages of less-qualified acquiescence

C. Further stiffening of U.S. attitude

1. Anticipated problems

(a) Effects on European Soviet bloc countries

(b) Repercussions in friendly countries

2. Advantages and disadvantages

IV. Conclusions

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